



# EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

## SINGLE-BUYER AND SMALL BUSINESS MULTI-BUYER INSURANCE COMPARISON

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business* (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer												
<b>Risk Coverage</b>	Commercial and political risks:  Private Buyers: 90% L/C Transactions: 95% Sovereign Buyers: 100%	95% commercial and political												
<b>Interest Rate Coverage</b>	Covered up to <i>WSJ</i> Prime minus 1/2%, up to 180 days after the due date. (to be covered, interest must be documented)	Same												
<b>Discretionary Credit Limit</b>	None	Revolving credit limits “per buyer” <b>may be</b> contained in the policy. Limits needed in excess are pre-approved by Ex-Im Bank.												
<b>Deductible</b>	None	None												
<b>Premium Rate</b>	Varies, depending on the country, repayment terms, and buyer classification. Rates are published <a href="http://www.exim.gov">www.exim.gov</a>	Rates schedule applies. Rates vary based on the type of buyer and length of credit term. Rates do not vary by country.												
<b>Minimum Premium</b>	<table border="0"> <tr> <td><u>Exporter Class</u></td> <td><u>Small</u></td> <td><u>Others</u></td> </tr> <tr> <td>Private Buyers:</td> <td>\$1,000</td> <td>\$2,500</td> </tr> <tr> <td>L/C Transactions:</td> <td>\$ 750</td> <td>\$1,500</td> </tr> <tr> <td>Sovereign Buyers:</td> <td>\$ 500</td> <td>\$ 750</td> </tr> </table>	<u>Exporter Class</u>	<u>Small</u>	<u>Others</u>	Private Buyers:	\$1,000	\$2,500	L/C Transactions:	\$ 750	\$1,500	Sovereign Buyers:	\$ 500	\$ 750	None
<u>Exporter Class</u>	<u>Small</u>	<u>Others</u>												
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L/C Transactions:	\$ 750	\$1,500												
Sovereign Buyers:	\$ 500	\$ 750												

\* For businesses that meet the Small Business Administration (SBA) definition and have export credit sales that average no more than \$5 million over the past 3 years.

Policy Parameters	Short-Term Single-Buyer (ESS)	Small Business (ENB) and Environmental Small Business (ENV) Short-Term Multi-Buyer
<b>Period Covered</b>	Generally 3 months, but can be issued up to 12 months to accommodate repeat sales to one buyer, or several shipments under one contract or P.O.	Renewable every 12 months and cancellable by either party with 30 days notice.
<b>Responsibilities of the Insured</b>	<ul style="list-style-type: none"> <li>■ Pay premium in full before policy issued</li> <li>■ Report overdue amounts in excess of 90 days.</li> <li>■ Cease shipment if buyer is insolvent or has past dues in excess of 90 days.</li> <li>■ Make a minimum of one written demand for payment at least 30 days before filing a claim.</li> </ul>	<ul style="list-style-type: none"> <li>■ Pay \$500 (minimum) advance premium to set-up the policy</li> <li>■ Report overdue amounts in excess of 90 days on amounts over \$25,000.</li> <li>■ Cease shipments if a buyer is insolvent or has past dues in excess of 90 days.</li> <li>■ Make a minimum of one written demand for payment at least 30 days before filing a claim.</li> <li>■ Shipments may be reported at any time after shipment is made, but no later than the 30th of the month following the month of shipment.</li> <li>■ Calculate and pay premium on <b>all</b> insured shipments.</li> <li>■ Stay within authorized DCLs and apply for SBCL if DCL insufficient or restricted.</li> </ul>
<b>Buyer Qualification Requirements</b>	Per Ex-Im Bank's Short-Term Credit Standards (STCS)	Same
<b>Claim Filing Window</b>	90 days to 8 months after the due date	Same
<b>Application Process/Fees</b>	<ul style="list-style-type: none"> <li>■ No application fee.</li> <li>■ Submit the application to the local Ex-Im Bank regional office, either directly or through an insurance broker (if applicable). Include the exporter's credit report, and credit/financial information on the buyer, as specified in the application (varied, depending on the transaction amount).</li> <li>■ Commitment Notices are binding offers, cannot be rescinded or changed by Ex-Im Bank, and are valid for 90 days.</li> </ul>	<ul style="list-style-type: none"> <li>■ No application fee.</li> <li>■ Submit the application to the local Ex-Im Bank regional office, either directly or through an insurance broker (if applicable), or by using Ex-Im Online. Include the exporter's credit report, and most recent 2 years financial statements.</li> <li>■ Policy quotations are binding offers and are valid for 30 days.</li> </ul>